



## Directory of Direct Marketing Regulations

Agriculture and Natural Resources Fact Sheet #522



This bulletin presents resources for laws and regulations affecting the direct marketing of farm products. It is not intended to be a complete list, but rather a starting point for complying with current laws and regulations. Every effort has been made to include current contact information, however, as agencies, laws, and regulations change, this information can change as well. Direct marketers are encouraged to directly contact the agencies or an attorney to understand how laws and regulations pertain to individual operations.

What's Regulated	Regulatory Agency		
	Federal	State	County
Aquaculture/Fish		<b>Washington State Department of Fish and Wildlife, Hatcheries Division</b> Aquaculture Registration, 600 Capital Way North, Olympia, WA 98501-1091; (360)902-2661.	<b>Seattle-King County Department of Public Health</b> Veterinarian: Marilyn Christensen (206)296-4880 Inspectors: Dennis Montoya (206)296-9842; Leonard Winchester (206)296-4632; Jim Thompson (206)205-1926.
Building Codes			<b>King County Department of Development and Environmental Services (DDES)</b> (800)325-6165; (206)296-0100; web: <a href="http://www.metrokc.gov/ddes">www.metrokc.gov/ddes</a> .
Dairy	<b>USDA Food Safety and Inspection Service (FSIS)</b> Dr. Helmut W. Blume 530 Center Street, NE Mezzanine Salem, OR 97301; (503) 399-5831; fax: (503) 399-5636; web: <a href="http://www.fsis.usda.gov">www.fsis.usda.gov</a> .	<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Dairy Inspection, (360)902-1875.	
Eggs		<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Egg Inspection, (grading and sizing information, state egg seals), (306)902-1830; (360)902-2087 fax.	
Facilities (including farmers' markets and roadside stands)			<b>Seattle-King County Department of Public Health</b> 999 Third Ave, Suite 700, Seattle, WA 98104-4099, (206)296-4781.
Facilities (continued)			<b>King County Department of Development and Environmental Services (DDES)</b> , Zoning Information (206)296-6655. Can determine if your business is compatible with allowed

What's Regulated	Regulatory Agency		
	Federal	State	County zoning or permitted uses.
Food Safety & Prepared Foods	<b>USDA Food Safety and Inspection Service (FSIS)</b> Dr. Helmut W. Blume 530 Center Street, NE Mezzanine Salem, OR 97301; (503) 399-5831; FAX: (503) 399-5636 ; web: <a href="http://www.fsis.usda.gov">www.fsis.usda.gov</a> .	<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Food Safety Program (360)902-1876. A live person can answer questions about regulations for food processing and can send a licensing information packet.	<b>Seattle-King County Department of Public Health</b> Food Protection Program, 999 3rd Ave, Suite 700, Seattle, WA 98104-4099; (206)296-4781.
Food Stamps	<b>USDA Food and Nutrition Service</b> 3101 Park Center Drive, Room 819, Alexandria, VA 22302 (703)305-2286; web: <a href="http://www.fns.usda.gov/fns">www.fns.usda.gov/fns</a> .		
Labeling	<b>USDA Food Safety and Inspection Service (FSIS)</b> Dr. Helmut W. Blume 530 Center Street, NE Mezzanine Salem, OR 97301; (503) 399-5831; fax: (503) 399-5636; web: <a href="http://www.fsis.usda.gov">www.fsis.usda.gov</a> .	<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Food Safety Program (360)902-1876.	<b>Seattle-King County Department of Public Health</b> Food Protection Program, 999 3rd Ave, Suite 700, Seattle, WA 98104-4099; (206)296-4781.
Licenses*       *At the local level, business (or vendor) licenses are required <i>only</i> if a farmer sells products other than his or her own. Check with your city licensing department for details.		<b>Washington State Department of Licensing</b> <u>Business Licenses</u> , (800)237-1233; web: <a href="http://www.wa.gov/dol/bpd/buslic.htm">www.wa.gov/dol/bpd/buslic.htm</a> . A statewide, toll-free information and referral service, provides information regarding state business licensing, registration, technical assistance, other state agencies or one-to-one business counseling. <u>Master License Service of the Department of Licensing</u> , (360)664-1400; web: <a href="http://www.wa.gov/dol/bpd/mlsinfo.htm">www.wa.gov/dol/bpd/mlsinfo.htm</a> Contact this service to obtain information about the licenses you need for your business.	<b>Seattle-King County Department of Public Health</b> 999 Third Ave, Suite 700, Seattle, WA 98104-4099, (206)296-4781. <ul style="list-style-type: none"> <li>• Food Handler's Permit</li> <li>• Produce Dealer's License</li> <li>• Cash Buyer's License</li> <li>• Commission Merchant's License</li> </ul>
Mail Order	<b>Federal Trade Commission</b> Mail or Telephone Order Merchandise Rule; web: <a href="http://www.ftc.gov/bcp/online/pubs/buspubs/mailordr/toc.htm">www.ftc.gov/bcp/online/pubs/buspubs/mailordr/toc.htm</a> .		
Meat & Slaughter	<b>USDA Food Safety and Inspection Service (FSIS)</b> Dr. Helmut W. Blume 530 Center Street, NE Mezzanine Salem, OR 97301; (503) 399-5831; fax: (503) 399-5636. Web: <a href="http://www.fsis.usda.gov">www.fsis.usda.gov</a> .	<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Custom Meat Inspection (360)902-2095.	<b>Seattle-King County Department of Public Health</b> Veterinarian: Marilyn Christensen, (206)296-4880 Inspectors: Dennis Montoya (206)296-9842 Leonard Winchester (206)296-4632 Jim Thompson (206)205-1926.
Nursery Sales (retail or wholesale)		<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Nursery Inspection (206)872-6480.	
Organic Food		<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Organic Food Program (360)902-1924, (360)902-1877 voice, (360)902-2087	

What's Regulated	Regulatory Agency		
	Federal	State	County
		fax; Email: <a href="mailto:organic@agr.wa.gov">organic@agr.wa.gov</a> .	
Processed Foods for Interstate Commerce		<b>USDA Food Safety and Inspection Service (FSIS)</b> Dr. Helmut W. Blume 530 Center Street, NE Mezzanine Salem, OR 97301; (503) 399-5831; fax: (503) 399-5636; web: <a href="http://www.fsis.usda.gov">www.fsis.usda.gov</a> .	
Signs		<b>Washington State Department of Transportation</b> Design Office PO Box 47329, Olympia, WA 98504-7329 (360)705-7235; web: <a href="http://www.wsdot.wa.gov/eesc/design/dsgnoffice.html">www.wsdot.wa.gov/eesc/design/dsgnoffice.html</a> ; e-mail: <a href="mailto:edwardjo@wsdot.wa.gov">edwardjo@wsdot.wa.gov</a> .	<b>King County Department of Development and Environmental Services (DDES)</b> (206)296-6600; web: <a href="http://www.metrokc.gov/ddes">www.metrokc.gov/ddes</a> . <b>DDES Zoning Information</b> (206)296-6655.
Taxes (Washington State B&O Tax State Sales Tax for nonfood items).		<b>State of Washington, Department of Revenue</b> Taxpayer Information and Education PO Box 47478, Olympia, WA 98504-7478; (800)647-7706.	
U-Pick Operations			<b>Seattle-King County Department of Public Health</b> recommends potable water and sanitary restroom facilities.
Weights and Measures		<b>Washington State Department of Agriculture (WSDA)</b> PO Box 42560, Olympia, WA 98504-2560 Weights and Measure Inspection (360)753-5042.	

Table 1. Summary of regulations for different types of markets.

Market Type	Level of regulations that may apply			
	Federal	State	County	City
CSA		✓	✓	
Farmers' Markets		✓	✓	✓
Mail Order	✓	✓	✓	✓
On-farm		✓	✓	
Roadside		✓	✓	
U-Pick		✓	✓	

Table 2. Summary of regulations for different types of products.

Product Type	Level of regulations that may apply			
	Federal	State	County	City
Dairy	✓	✓		
Eggs		✓		
Fish/Seafood		✓	✓	
Meat	✓	✓	✓	
Nonfood		✓		
Nursery		✓		
Organic		✓		
Prepared/Value-Added Foods	✓	✓	✓	
Produce		✓		

Sources:

Farmer-to-Consumer Marketing: Part 7: Washington Regulations. Available for \$1.00 from WSU Cooperative Extension King County. To order call (206)296-3900.

The Regulation Handbook for Direct Farm Marketers (Third Edition) 1989. Washington State Department of Agriculture.

Compiled by [Sylvia Kantor](#), WSU Cooperative Extension King County, 1999.

Cooperating agencies: Washington State University, U.S. Department of Agriculture, and King County. Cooperative Extension programs and employment are available to all without discrimination. Evidence of noncompliance may be reported through your local Cooperative Extension office.